

## ASX Release

26 October 2018

### HISTORICAL BUSINESS UNIT INFORMATION

Caltex Australia is providing extended historical disclosure of the financial performance of its two Business Units; Fuels & Infrastructure and Convenience Retail.

The information has been provided to show indicative historical results as if the business had been operating on the same basis as that used for discussing Caltex's 1H 2018 result on 28 August 2018.

Historical RCOP EBIT numbers are consistent with the treatment used for the 1H 2018 result, meaning some prior periods have been restated.

All numbers are stated in A\$ million unless otherwise stated

<b>Fuels &amp; Infrastructure</b>	<b>FY16</b>	<b>1H17</b>	<b>FY17</b>	<b>1H18</b>
<b>Lytton</b>				
Lytton CRM	554	311	648	259
Other margin	(41)	(39)	(78)	(35)
Lytton opex	(228)	(95)	(183)	(88)
<b>Lytton EBITDA</b>	<b>285</b>	<b>177</b>	<b>388</b>	<b>136</b>
Lytton D&A	(56)	(27)	(60)	(32)
<b>Lytton EBIT</b>	<b>228</b>	<b>149</b>	<b>328</b>	<b>105</b>
<b>F&amp;I excluding Lytton</b>				
Fuels margin	652	330	727	392
Operating & other costs	(295)	(139)	(283)	(134)
<b>F&amp;I (ex-Lytton) EBITDA</b>	<b>357</b>	<b>191</b>	<b>443</b>	<b>258</b>
F&I (ex-Lytton) D&A	(71)	(36)	(79)	(41)
<b>F&amp;I (ex-Lytton) EBIT</b>	<b>286</b>	<b>155</b>	<b>365</b>	<b>217</b>
<b>Underlying F&amp;I EBIT</b>	<b>514</b>	<b>304</b>	<b>693</b>	<b>322</b>
Exchange Gains & Losses	(4)	(17)	(26)	(9)
<b>F&amp;I RCOP EBIT</b>	<b>510</b>	<b>287</b>	<b>666</b>	<b>314</b>

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<b>Convenience Retail</b>	<b>FY16</b>	<b>1H17</b>	<b>FY17</b>	<b>1H18</b>
Total Sales Volume (BL)	5.05	2.52	5.10	2.46
Network Shop Revenue	1,063	529	1,069	534
<b>Total Fuel and Shop Margin</b>	<b>798</b>	<b>421</b>	<b>823</b>	<b>404</b>
Cost of Doing Business	(347)	(193)	(404)	(199)
<b>EBITDA</b>	<b>451</b>	<b>228</b>	<b>419</b>	<b>205</b>
D&A	(76)	(40)	(85)	(44)
<b>EBIT</b>	<b>375</b>	<b>187</b>	<b>334</b>	<b>161</b>

<b>Corporate</b>	<b>FY16</b>	<b>1H17</b>	<b>FY17</b>	<b>1H18</b>
Other Corporate costs	(31)	(18)	(35)	(28)
D&A	(6)	(3)	(6)	(3)
<b>EBIT</b>	<b>(36)</b>	<b>(21)</b>	<b>(41)</b>	<b>(31)</b>

<b>Total Group</b>	<b>FY16</b>	<b>1H17</b>	<b>FY17</b>	<b>1H18</b>
<b>RCOP EBIT</b>	<b>849</b>	<b>454</b>	<b>959</b>	<b>443</b>

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**Caltex Australia**

A proud and iconic Australian company, Caltex [ASX:CTX] has grown to become the nation's leading transport fuel supplier, with a network of approximately 1,900 company-owned or affiliated sites. Caltex aims to be the market leader in complex supply chains and the evolving convenience marketplace by delivering the fuel and other everyday needs of its diverse customers through its networks. Caltex has safely and reliably fuelled the needs of Australian motorists and businesses since 1900. It operates as a refiner, importer and marketer of fuels and lubricants. Follow us on LinkedIn, Twitter and Facebook, and for more information visit [www.caltex.com.au](http://www.caltex.com.au)